

Raisins:

Total TEU/FEU:

The numerator represents the total number of 20-foot equivalent unit (TEU) shipped, by all carriers, during December 1999. The denominator represents the total number of TEU shipped, by all carriers, throughout the 1999 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, December 1999.

Market Share-December:

Each carrier's current market share is based on the number of containers shipped during December 1999. Source: PIERS, December 1999.

Market Share-CY 1999:

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

Ocean Rates:

Ocean rates are applicable for February 29, 2000. Rates are per 20-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

Container Rate:

Container rates for Raisins are quoted on full, 17 KT per 20-foot dry containers unless otherwise noted.

Definitions

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

TEU = 20-foot Equivalent Unit (20-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: February 29, 2000 Page 1 of 8

L.A./L.B./Oakland Ports To Busan, South Korea

Raisins

Monthly Market Share For: December 1999

Month\Year: 10.0 \ 69.0

						,	Surcharg	es:				
Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container R ate
50%	30%	12 Days	\$480									\$480
40%	35%	14 Days	\$920	\$128								\$1,048
10%	1%	12 Days										
0%	16%	16 Days	\$1,064	\$128								\$1,192
0%	10%	16 Days	\$700									\$700
0%	3%	12 Days										
0%	3%	23 Days										
	50% 40% 10% 0% 0%	Share Share CY 50% 30% 40% 35% 10% 1% 0% 16% 0% 10% 0% 3%	Share Share CY Time 50% 30% 12 Days 40% 35% 14 Days 10% 1% 12 Days 0% 16% 16 Days 0% 10% 16 Days 0% 3% 12 Days	Share Share CY Time Ocean Rate 50% 30% 12 Days \$480 40% 35% 14 Days \$920 10% 1% 12 Days 0% 16% 16 Days \$1,064 0% 10% 16 Days \$700 0% 3% 12 Days	Share Share CY Time Ocean Rate BAF 50% 30% 12 Days \$480 40% 35% 14 Days \$920 \$128 10% 1% 12 Days 0% 16% 16 Days \$1,064 \$128 0% 10% 16 Days \$700 0% 3% 12 Days	Share Share CY Time Ocean Rate BAF CY 50% 30% 12 Days \$480 40% 35% 14 Days \$920 \$128 10% 1% 12 Days 0% 16% 16 Days \$1,064 \$128 0% 10% 16 Days \$700 0% 3% 12 Days	Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF 50% 30% 12 Days \$480 40% 35% 14 Days \$920 \$128 10% 1% 12 Days 0% 16% 16 Days \$1,064 \$128 0% 10% 16 Days \$700 0% 3% 12 Days	Market Share Market Share CY Time Ocean Rate BAF CY CAF THC 50% 30% 12 Days \$480 40% 35% 14 Days \$920 \$128 10% 1% 12 Days 0% 16% 16 Days \$1,064 \$128 0% 10% 16 Days \$700 0% 3% 12 Days	Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec 50% 30% 12 Days \$480	Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB 50% 30% 12 Days \$480 \$480 \$40% \$	Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. 50% 30% 12 Days \$480 \$480 \$480 \$4920 \$128 \$480	Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. Size 50% 30% 12 Days \$480

Issue Date: February 29, 2000 Page 2 of 8

L.A./L.B./Oakland Ports To Hong Kong

Raisins

Monthly Market Share For: December 1999

Month\Year: 12.0 \ 85.7

Month\Year: 12.0 \ 85.7												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Cho Yang	16%	15%	14 Days	\$625								\$625
Mitsui OSK	9%	7%	14 Days	\$800								\$800
Maersk	8%	26%	14 Days	\$600								\$600
OOCL	8%	10%	15 Days	\$800								\$800
Yang Ming	8%	2%	16 Days	\$932	\$128							\$1,060
Senator	0%	11%	14 Days	\$400								\$400
Evergreen	0%	7%	16 Days	\$1,522								\$1,522
COSCO	0%	7%	18 Days	\$650								\$650
P&O Nedlloyd	0%	5%		\$800	\$128							\$928

Issue Date: February 29, 2000 Page 3 of 8

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Raisins

Monthly Market Share For: December 1999

Month\Year: 33.1 \ 171.8

Month\Year: $33.1 \setminus 17$	1.8												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec A	RB (Cotton R.	Size	ContainerRate
Yang Ming	42%	32%	15 Days	\$745									\$745
Evergreen	25%	25%		\$620	\$128								\$748
Cho Yang	18%	6%	12 Days	\$800									\$800
Maersk	9%	17%	13 Days	\$920	\$128		5%						\$1,094
APL	6%	2%	12 Days										
OOCL	0%	7%	15 Days	\$825									\$825
K Line	0%	5%	14 Days	\$660									\$660

Issue Date: February 29, 2000 Page 4 of 8

L.A./L.B./Oakland Ports To Manila, Philippines

Raisins

Monthly Market Share For: December 1999

Month\Year: 2.0 \ 37.8

Month\Year: 2.0\37.8	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	50%	37%	18 Days	\$1,240	\$128								\$1,368
APL	50%	3%	15 Days										
Cho Yang	0%	36%		\$850									\$850
COSCO	0%	13%		\$900									\$900
Senator	0%	11%		\$900									\$900

Issue Date: February 29, 2000 Page 5 of 8

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Raisins

Monthly Market Share For: December 1999

Month\Year: 7.8 \ 28.4

,								Surcharg	ges:				
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	74%	31%	28 Days	\$1,620	\$128								\$1,748
Cho Yang	26%	39%	19 Days	\$1,075									\$1,075
P&O Nedlloyd	0%	12%	24 Days	\$1,120	\$128								\$1,348
Evergreen	0%	8%	30 Days	\$2,144	\$128								\$2,272
Mitsui OSK	0%	7%	23 Days	\$1,250									\$1,250
Yang Ming	0%	4%	25 Days	\$1,565	\$128								\$1,693

Issue Date: February 29, 2000 Page 6 of 8

L.A./L.B./Oakland Ports To Singapore

Raisins

Monthly Market Share For: December 1999

Month\Year: 4.0 \ 49.9

Carrier Cho Yang K Line Maersk P&O Nedlloyd	Market Share	Market Share CY	Transit Time										
				Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Cho Yang	75%	39%	18 Days	\$1,075									\$1,075
K Line	25%	19%	19 Days	\$950									\$950
Maersk	0%	14%	19 Days	\$1,240	\$128		9%						\$1,480
P&O Nedlloyd	0%	9%	21 Days	\$100	\$128		9%						\$1,218
COSCO	0%	6%	21 Days	\$900									\$900
Hyundai	0%	6%	21 Days	\$1,492	\$128		9%						\$1,754
Senator	0%	4%	18 Days	\$450									\$450

Issue Date: February 29, 2000 Page 7 of 8

L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Raisins

Monthly Market Share For: December 1999

Month\Year: 153.2 \ 1,134.4

Month\Year: 153.2\	1,134.4												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
P&O Nedlloyd	30%	33%	11 Days										
Cho Yang	24%	9%	9 Days	\$1,266									\$1,266
Yang Ming	15%	18%	10 Days	\$1,650	\$160								\$1,810
Hapag-Lloyd	10%	5%	10 Days	\$828	\$453		50%						\$1,637
Hyundai	7%	3%	11 Days	\$716	\$453		50%	\$128					\$1,655
OOCL	6%	1%	11 Days										
Evergreen	4%	3%	10 Days	\$1,051	\$128		50%						\$1,705
Hanjin	3%	4%	9 Days	\$930									\$930
Meditteranean	1%	0%											
NYK Line	0%	13%	11 Days	\$930									\$930
K Line	0%	7%	10 Days	\$927	\$453								\$1,380

Issue Date: February 29, 2000

Page 8 of 8